

## ***Portland District Office***

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### ***3<sup>rd</sup> Quarter Loan Report***

Congratulations to all the lenders and Certified Development Companies (CDC) in the Portland, Oregon District who pressed to get their approvals on the books during the quarter ending June 30, 2008. The Portland District appreciates the outstanding contributions of all its lending partners over the past nine months. The slow downs apparent in the national markets this past year may be starting to surface within the District; however, there have been **996 total loans for \$212,102,890** approved for area small business borrowers. This represents a 25.1% drop in the number of loans from the same period last year; however, the decrease in loan dollars committed is only 2.2% below the prior year. It should be a great time to contact clients about their cost reduction or balance sheet strengthening opportunities in need of financial assistance.

#### **Top Five 7(a) Lenders by Number of Loans:**

|                      |     |
|----------------------|-----|
| U.S. Bank, NA        | 311 |
| Wells Fargo Bank, NA | 85  |
| West Coast Bank      | 71  |
| Bank of America      | 52  |
| KeyBank              | 50  |

#### **Top Five 7(a) Lenders by Dollar Volume:**

|                            |            |
|----------------------------|------------|
| CIT Small Business Lending | \$25.6 mil |
| Wells Fargo Bank, NA       | \$22.6 mil |
| U.S. Bank, NA              | \$21.5 mil |
| West Coast Bank            | \$13.0 mil |
| Pacific Continental Bank   | \$10.6 mil |

#### **Leading CDC Producers by Number of Loans & Dollar Volume:**

|                                 |                 |
|---------------------------------|-----------------|
| NW Business Dev. Assoc.         | 19 @ \$15.0 mil |
| Evergreen Community Dev. Assoc. | 18 @ \$12.6 mil |
| Cascades West Financial Svc.    | 13 @ \$9.5 mil  |

#### **Leading Third Party Lenders by Number of Loans:**

|                      |   |
|----------------------|---|
| KeyBank              | 9 |
| Lehman Brothers      | 7 |
| Bank of the Cascades | 6 |
| U.S. Bank, NA        | 5 |

**Patriot Express Loans** (district total) 11 @ \$697,100